GE-50 Series

NEW PRODUCT ANNOUNCEMENT

MODEL 58: Honeywell Information Systems, Inc., which acquired GE's computer equipment business in 1970, announced a nationwide marketing and support program for the low-cost GE-58 computer system (now called the Honeywell Model 58) on January 11, 1971. The Model 58 has been marketed internationally by Honeywell Bull since late 1969, and has been successfully test-marketed in the Chicago, Detroit, Philadelphia, and Phoenix areas since February 1970. From now on, Honeywell will market and support the system throughout the United States.

The older GE-55 system, which offers considerably less performance per dollar than the Model 58, will no longer be actively marketed in the United States, though Honeywell will continue to support all existing GE-55 installations.

The Honeywell Model 58 is essentially the same system as the GE-58 described in the preceding report, except for minor changes in pricing and the following hardware and software changes:

- Instead of the originally announced DSU162 Disk Storage Unit, the Model 58 will use the dual-spindle DSU110 Disk Pack Drive that is also available for the GE-100 Series computers. One or two DSU110 units can be connected to a Model 58 via the DSCO50 Disk Control. Each unit has two drive spindles, and each spindle holds a replaceable single-disk cartridge. Total on-line storage capapcity of each DSU110 unit is 2.3 million bytes. Average head movement time is 7.5 milliseconds, average rotational delay is 12.5 milliseconds, and data transfer rate is 156,000 bytes per second.

- The principal programming language for the Model 58 is MiniCOBOL, a new subset of COBOL that is fairly easy to learn, largely self-documenting, and upward-compatible with the COBOL compilers for the larger Honeywell computers.

- Ten new application programs are designed to handle accounts receivable, accounts payable, general ledger, payroll, and inventory reporting on both card and disk Model 58 systems.

System rentals for the Model 58 begin at $910 per month for card systems (including punch) and $1,275 per month for disk systems under 1-year contracts. Honeywell's 3-, 4-, and 5-year leases offer additional savings. Card systems are already being installed, and disk system deliveries will begin in May 1971. MiniCOBOL will be available in March 1971 for card systems and in May 1971 for disk systems. The earlier GECOL language will be de-emphasized in favor of MiniCOBOL.

Honeywell believes the Model 58 is particularly well suited for manufacturing, distribution, processing, construction, service, and dealership businesses with annual sales in the $1 million to $10 million range. Within the next five years, the firm expects more than 18,000 U.S. companies to install systems that fall within the $900 to $1,800 monthly rental range of the Model 58 and the directly competitive IBM System/3. Backed by Honeywell's impressive marketing and support forces, the Model 58 shapes up as a worthy contender for a significant slice of this lucrative market.

Honeywell's new support program for the Model 58 marks the firm's first step into separate pricing of supporting services. Customers will receive a predetermined amount of technical support. If they need more, they'll have to contract and pay for it. (Honeywell emphasizes, however, that its larger computer systems will remain fully bundled.)

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Model 58 support activities will focus on a network of 10 Field Support Centers to be opened during 1971. Each center will be equipped with a full Model 58 system and facilities for demonstrations, training, programming, and debugging.

Honeywell will provide up to 32 man-days of technical support for a Model 58 card system and 50 man-days for a disk system. Of this time, a maximum of 4 days for a card system and 6 days for a disk system will be spent at the customer's site; the balance of the support will be provided at Honeywell's nearest Field Support Center. This support includes systems analysis and design, compilation and debugging, installation planning, and systems testing—but not programming. Customers who need additional technical support can contract for it at a cost of $60 per half-day (3 to 4 hours) at the customer's site or $18 per half-day at Honeywell Field Support Centers.

Model 58 buyers will also receive up to 20 hours of computer time for a card system or 32 hours for a disk system. The time will be furnished on suitable equipment at a Field Support Center, and should be sufficient to meet most users' needs for pre-installation program testing. Additional computer time is available at $22 per hour.

Honeywell will train a reasonable number of programming and operating personnel for each Model 58 installation at no additional charge. All courses are provided at a Honeywell location. All standard Honeywell software is still bundled (i.e., offered at no additional charge).

Prices of the Honeywell Model 58 hardware components are listed below.

		Purchase Price	Monthly Maint.	Rental (1-year lease)*	Rental (5-year lease)*
58MOD1	Basic Model 58 Central System: CPS058 Central Processor; 5K bytes AKB050 Keyboard CRD050 Card Reader; 100 cpm PRT065 Printer; 100 lpm ADF050 Visual Display; 10 digits	31,620	168	810	725
CPA050	Card Punch; 40 cols/sec.	3,870	24	100	90
PCP050	Print Option (for CPA050)	1,160	6	30	27
CRS050	200-cpm Option (for CRD050)	7,350	40	190	171
OMR050	Optical Mark Reading (for CRD050)	2,320	13	60	54
PMK051	128 Print Positions (for PRT065)	1,550	9	40	36
PMK053	200-lpm Option (for PRT065)	4,260	24	110	99
AMK050	Memory Module; 5K bytes	7,740	42	200	179
DSC050	Disk Control	5,520	41	140	126
DSU110	Disk Pack Drive; 2.3 million bytes	13,730	42	325	291
SLC055	Single-Line Controller (includes ACA050 adapter for C.P.)	8,520	46	220	197
PLF055	Polling Option (for SLC055)	2,320	13	60	54
CS100	Card Sorter (free-standing)	3,880	24	80	72
P112	Keypunch (free-standing)	4,150	43	110	99

*Rental prices include equipment maintenance.